

Message Text

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 6942

INFO AMEMBASSY MOSCOW

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, BFOL, GW, UR

SUBJECT: OIM/TIR - ELECTRONICS INDUSTRY PRODUCTION AND TEST EQUIP-
MENT (EIPT) MARKET RESEARCH - USSR, CONTRACT WITH GLAHE
INTERNATIONAL

REF: USDOC 10840

1. EMBASSY OFFICIALS MET IN COLOGNE ON AUGUST 16, 1973, WITH
MR. GLAHE OF GLAHE INTERNATIONAL TO DISCUSS GAP ANALYSIS ON EIPT
MARKET RESEARCH STUDY FOR USSR. PROJECT OFFICER, MR. FISCHER,
ALTHOUGH SCHEDULED TO BE PRESENT WAS NOT.

2. WHEN TALKING TO GLAHE WE GAINED IMPRESSION THAT THEY STILL
HAVE DIFFICULTIES IN IDENTIFYING PRODUCT CATEGORIES TO BE
COVERED BY STUDY. MAIN REASON SEEMS TO BE NON-AVAILABILITY OF
DATA FROM SOVIET SOURCES. IN LENGTHY DISCUSSION WE STROVE
AGAIN TO MAKE THEM UNDERSTAND REQUIREMENTS AS SET FORTH IN
CONTRACT SPECIFICATIONS AND TO SHARPEN THEIR JUDGMENT WITH
REGARD TO CATEGORIES TO BE COVERED. ALTHOUGH GLAHE UNDOUBTEDLY
IS SHOWING GREAT DEAL OF GOOD WILL TO DO BETTER JOB, WE CANNOT
GUARANTEE AT THIS TIME THAT REVISED STUDY WILL MEET COMMERCE'S
REQUIREMENTS. GLAHE INFORMS US THAT THEY HAVE HIRED AN
ADDITIONAL MAN, A RUSSIAN EMIGRE WITH HIGH QUALIFICATIONS, TO
WORK ON STUDY AND THEY EXPECT HIM TO CONTRIBUTE SUBSTANTIALLY
TOWARDS ITS IMPROVEMENT.

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3. REFERRING TO OUR PREVIOUS REQUEST THAT GLAHE GET IN TOUCH

WITH COMMERCIAL OFFICER AT U.S. EMBASSY IN MOSCOW, GLAHE SAID THAT COMMERCIAL OFFICER IN MOSCOW WAS NOT ABLE TO BE OF SUBSTANTIVE HELP TO THEM.

4. GLAHE SAID THAT THEY CANNOT DELIVER A REVISED STUDY BY DATE REQUESTED BY COMMERCE. HE SAID THAT IN VIEW OF VACATION SEASON THEIR PEOPLE STATIONED IN MOSCOW WILL NOT BE BACK IN MOSCOW UNTIL BEGINNING OF SEPTEMBER AND THAT ALSO THEIR RUSSIAN CONTACTS ARE OUT FOR VACATION. HE BELIEVES THAT THEY CAN DELIVER REVISED STUDY BY SEPTEMBER 20.

5. GIVEN FACT THAT THIS IS GLAHE'S FIRST EASTERN MARKET STUDY FOR COMMERCE, WE BELIEVE THAT MOST PRODUCTIVE COURSE OF ACTION AT THIS POINT IS FOR EMBASSY TO ASSIST AND EDUCATE GLAHE IN BRINGING THIS PROJECT TO TIMELY AND SATISFACTORY CONSLUSION. WE HAVE AGREED TO KEEP IN CLOSE TOUCH AND WILL MEET AGAIN THIS WEEK TO DISCUSS PROGRESS.

6. MESSAGE ON PRINTING AND GRAPHIC ARTS EQUIPMENT STUDY (PGA) FOR THE USSR BEING SENT SEPARATELY.
CASH

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